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APPLICATION NO).	FILING DATE	FIRST NAMED INVENTOR	ATTORNEY DOCKET NO.	CONFIRMATION NO.	
09/505,619		02/16/2000	Ronald A. Katz	251/002	6020	
29129	7590	08/27/2004		EXAM	EXAMINER	
ROCCO 1	L. ADORI	NATO	GARG, YOGESH C			
C/O WEST	Γ CORPOF RACLE HI		ART UNIT	PAPER NUMBER		
MAIL STO			3625			
OMAHA, NE 68135				DATE MAILED: 08/27/2004		

Please find below and/or attached an Office communication concerning this application or proceeding.

•	Application No.	Applicant(s)					
	09/505,619	KATZ ET AL.					
Office Action Summary	Examiner	Art Unit	1111				
	Yogesh C Garg	3625	My				
The MAILING DATE of this communication app Period for Reply	ears on the cover sheet with the c	orrespondence ad	dress				
A SHORTENED STATUTORY PERIOD FOR REPLY THE MAILING DATE OF THIS COMMUNICATION. - Extensions of time may be available under the provisions of 37 CFR 1.13 after SIX (6) MONTHS from the mailing date of this communication. - If the period for reply specified above is less than thirty (30) days, a reply - If NO period for reply is specified above, the maximum statutory period w - Failure to reply within the set or extended period for reply will, by statute, Any reply received by the Office later than three months after the mailing earned patent term adjustment. See 37 CFR 1.704(b).	6(a). In no event, however, may a reply be tim within the statutory minimum of thirty (30) days ill apply and will expire SIX (6) MONTHS from cause the application to become ABANDONE	nety filed s will be considered timely the mailing date of this co O (35 U.S.C. § 133).	r. ommunication.				
Status							
1) Responsive to communication(s) filed on 13 Ma	ay 2004.						
,	action is non-final.						
, =	3) Since this application is in condition for allowance except for formal matters, prosecution as to the merits is						
closed in accordance with the practice under E	x parte Quayle, 1935 C.D. 11, 45	3 O.G. 213.					
Disposition of Claims							
4) Claim(s) 172-219 is/are pending in the applicat	ion.						
4a) Of the above claim(s) is/are withdrawn from consideration.							
5) Claim(s) is/are allowed.	5) Claim(s) is/are allowed.						
6)⊠ Claim(s) <u>172-219</u> is/are rejected.	•						
7) Claim(s) is/are objected to. 8) Claim(s) are subject to restriction and/or	election requirement						
oj Claim(s) are subject to restriction undo	olodion roquiromoni.						
Application Papers							
9) The specification is objected to by the Examiner.							
10) The drawing(s) filed on is/are: a) accepted or b) objected to by the Examiner.							
Applicant may not request that any objection to the drawing(s) be held in abeyance. See 37 CFR 1.85(a).							
Replacement drawing sheet(s) including the correction is required if the drawing(s) is objected to. See 37 CFR 1.121(d). 11) The oath or declaration is objected to by the Examiner. Note the attached Office Action or form PTO-152.							
THE DAIL OF DECIALATION IS Objected to by the Examiner. Note the attached Office Action of John F 10-132.							
Priority under 35 U.S.C. § 119							
12) Acknowledgment is made of a claim for foreign	priority under 35 U.S.C. § 119(a)	-(d) or (f).					
a) All b) Some * c) None of:							
 1. Certified copies of the priority documents have been received. 2. Certified copies of the priority documents have been received in Application No 							
			Stage				
3. Copies of the certified copies of the priority documents have been received in this National Stage application from the International Bureau (PCT Rule 17.2(a)).							
* See the attached detailed Office action for a list of the certified copies not received.							
Attachment(s)	_						
 Notice of References Cited (PTO-892) Notice of Draftsperson's Patent Drawing Review (PTO-948) 	4) Interview Summary Paper No(s)/Mail Da						
Notice of Draftsperson's Patent Drawing Review (PTO-946) Information Disclosure Statement(s) (PTO-1449 or PTO/SB/08)	5) Notice of Informal P	atent Application (PTC	D-152)				
Paper No(s)/Mail Date	6)						
J.S. Patent and Trademark Office	tion Summary	Part of Paner No.	(Mail Date 22				

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DETAILED ACTION

In view of the appeal brief filed on May 20, 2004, PROSECUTION IS HEREBY
 REOPENED. New ground of rejections are set forth below.

To avoid abandonment of the application, appellant must exercise one of the following two options:

- (1) file a reply under 37 CFR 1.111 (if this Office action is non-final) or a reply under 37 CFR 1.113 (if this Office action is final); or,
 - (2) request reinstatement of the appeal.

If reinstatement of the appeal is requested, such request must be accompanied by a supplemental appeal brief, but no new amendments, affidavits (37 CFR 1.130, 1.131 or 1.132) or other evidence are permitted. See 37 CFR 1.193(b)(2).

Claims 172-219 are pending for examination.

This is a non-final Office action.

Claim Rejections - 35 USC § 112

2.1. The following is a quotation of the first paragraph of **35 U.S.C. 112**:

The specification shall contain a written description of the invention, and of the manner and process of making and using it, in such full, clear, concise, and exact terms as to enable any person skilled in the art to which it pertains, or with which it is most nearly connected, to make and use the same and shall set forth the best mode contemplated by the inventor of carrying out his invention.

Claim 178 is rejected under **35 U.S.C. 112**, first paragraph, as containing subject matter which was not described in the specification in such a way as to reasonably convey to one skilled in the relevant art that the inventor(s), at the time the application was filed, had possession of the claimed invention. Claim 178 is a dependency of claim 172 which recites the

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limitation of offering an item in lieu of the first good or service and this offering "in lieu of " is implemented when the primary transaction is not consummated (see specification, page 26, lines 4-25), "That transaction may be optionally consummated or not as suits the overall purpose of the transaction. By way of example, if the upsell serves to obviate the purpose for the primary transaction, such as when the primary transaction is for customer service or repair, and the upsell is successful in providing the customer with a new product in replacement thereof, then the primary transaction need not be consummated in the manner contemplated by the user at the point of initial contact 140. ". The specification is explicit that either the system offers an additional offer or in lieu of the primary transaction when primary transaction is not consummated. If a primary transaction is consummated, either then an additional item is offered or there is no need for offering in lieu of the primary transaction.)

2.2. The following is a quotation of the second paragraph of 35 U.S.C. 112:

The specification shall conclude with one or more claims particularly pointing out and distinctly claiming the subject matter which the applicant regards as his invention.

Claim 178 is rejected under 35 U.S.C. 112, second paragraph, as being indefinite for failing to particularly point out and distinctly claim the subject matter which applicant regards as the invention. Claim 4 recites the limitation "wherein the primary transaction is consummated".

Claim 178 is a dependency of claim 172 which recites offering an item in lieu of the first good or service and this situation is possible, as per specification (see specification, page 26, lines 4-25) when the primary transaction is not consummated. If the primary transaction is consummated then offering the item in lieu of first good or service is not applicable. Therefore, the limitation of claim 178 if added to claim 172 renders the limitations of claim 172 unclear and indefinite.

3. Examiner cites particular columns and line numbers in the references as applied to the claims below for the convenience of the applicant. Although the specified citations are

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representative of the teachings in the art and are applied to the specific limitations within the individual claim, other passages and figures may apply as well. It is respectfully requested that, in preparing responses, the applicant fully consider the references in entirety as potentially teaching all or part of the claimed invention, as well as the context of the passage as taught by the prior art or disclosed by the examiner.

Claim Rejections - 35 USC § 103

- 4. The following is a quotation of 35 U.S.C. 103(a) which forms the basis for all obviousness rejections set forth in this Office action:
 - (a) A patent may not be obtained though the invention is not identically disclosed or described as set forth in section 102 of this title, if the differences between the subject matter sought to be patented and the prior art are such that the subject matter as a whole would have been obvious at the time the invention was made to a person having ordinary skill in the art to which said subject matter pertains. Patentability shall not be negatived by the manner in which the invention was made.
- 4.1. Claim 172-183, 189-195, 200-202, 208-214, and 219 are rejected under 35 U.S.C. 103(a) as being unpatentable over Lynch (US Patent 6,018,715), in view of Joseph (US Patent 5,878,401) and further in view of Walker et al. (US Patent 6,196, 458); hereinafter, referred to as Walker.

Regarding claim 172, Lynch teaches a method for providing offers of an item constituting a good or a service to prospective customers as users of the system, utilizing an electronic communications device (see at least abstract. Lynch offers travel-related products and services via a communication device) comprising the steps:

establishing a communication via the electronic communication device between the user and the system for purpose of a primary transaction for a first good or service (see at least Figs

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1, 2, 3 " 104- Receive Travel Request Information" and col.4, lines 13-18 show receiving a request for the purpose of a primary transaction of knowing information about a travel related product/service or purchasing a travel related product/service);

obtaining primary transaction data with respect to the primary transaction, including the identity of the prospective customer and of the purpose of the primary transaction, utilizing the identity of the prospective customer to obtain at least a second data element relating to the user, utilizing in part the primary transaction data including the purpose of the primary transaction and the second data element (see at least col.5, lines 7- col.8, line 44, wherein Lynch discloses receiving primary transaction data, such as dates of travel, requirement of hotel services, automotive rental, etc for the primary transaction of submitting a response to the customer's request for a proposed travel itinerary, utilizing the identity of the customer and obtaining a second data element, such as the traveler's preferences for air carriers, automotive rental agencies, etc. and then utilizes the primary transaction data and the second data element to determine and generate a recommended travel plan.);

in the art at the time of the applicant's invention to have modified Lynch to incorporate the feature of determining at least one alternative item to the prospective customer which is different than the first good or service and offering the item to the prospective customer in lieu of the first good or service because of the following:

- (a) it would help the Lynch's system to offer alternative travel related products and services if the originally requested travel-related, such as airline flight schedules, lodging bookings or budget constrained vacation packages are not available, thereby adding more revenues and profits if the alternative item is accepted by the customer.
- (b) saving the customer from additional burden, frustration and disappointment by allowing him the choice to select an alternative if it is acceptable to him.

Lynch in view of Joseph as applied to claim 1 does not teach that the alternative item is an upsell item. However, Walker in the field of same endeavor that is marketing, teaches that the alternative item is an upsell item (see at least col.2, lines 45-53, "to offer and sell products complementary to previously-purchased products to the account holder....offered product be related to previous purchases"). In view of Walker, it would have been obvious to one of an ordinary skill in the art at the time of the applicant's invention to have modified Lynch in view of Joseph as applied to claim 172 above to incorporate the feature of offering alternative item as a prospective upsell because it will help Lynch in view of Joseph as applied to claim 1 to sell travel-related products of other vendors than requested by the customer and to help increase the revenues and profits of the vendors.

Regarding claims 173-177, Lynch/Joseph/Walker as applied to claim 172 does not teach that the upsell transaction is either different from the primary transaction like if upsell is a service transaction and primary transaction is a purchase transaction or both upsell and primary

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are same transactions or upsell transaction is a replacement transaction for the good purchased in the primary transaction. However, Walker teaches the same in the analogous field of marketing (see at least Walker FIGS. 1-7, col.1, lines 59-63, "...provide methods and systems using automated, predetermined criteria...upsell offers for products..", col2, lines 56-67, "....to offer and sell products complementary to previously-purchased products to the account holder....offered product be related to previous purchases....", col.3, lines 4-19, "....for example, an account holder may buy a television,it is more convenient for the account holder to accept an offer.....for a warranty...", col.5, lines 8-20, "....Many types of upsells may be offered....for example, a warranty on a television....", col.5, line 26-col.6, line 7, ".. The central controller 12 determines upsells to offer each account holder based on previous transactions by the account holder......", col.7, line 66-col.8, line 63, "...upsell offer is printed.....provided to the account holder...upsell was accepted...", col.9, lines 35-42, "..those skilled in the art will understand that various substitutions may be made to those embodiments....a great number of types of upsells and methods of providing those upsells will be apparent to those skilled in the art "). In view of Walker, it would have been obvious to one of an ordinary skill in the art at the time of the applicant's invention to have modified Lynch/Joseph/Walker as applied to claim 172 above to incorporate the missing features, as explicitly disclosed in Walker because it will help Lynch/Joseph/Walker as applied to claim 172 to sell travel-related products/services of other vendors or additional products of the same vendor than requested by the customer and to help increase the revenues and profits for the vendors.

Regarding claims 178-183, Lynch/Joseph/ Walker further discloses that the primary transaction could be: consummated or not consummated, a purchase transaction, a service transaction, a sale transaction, an informational enquiry and (see at least Lynch col.8, lines 19-27, which discloses booking arrangements that meet the requirements of the itinerary and this corresponds to consummating a transaction which is a purchase transaction for the buyer, a

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sales transaction for the seller. It also includes service related transactions such as, transactions for automotive rentals, hotel bookings. Col.4, lines 13-24 further discloses receiving a travel request information, this corresponds to the claimed informational enquiry, and that consummation occurs if the recommendations fall within parameters of travel itinerary which implies that if they do not match the parameters of travel itinerary the primary transaction will not be consummated.).

Regarding claims 189 –194, Lynch/Joseph/Walker as applied to claim 172 teaches a method for providing offers of an item constituting a good or a service to prospective customers as disclosed and analyzed above. Lynch/Joseph/Walker further discloses utilizing time as a factor in determining the goods or service to be offered, wherein the time is the time of the day/day of the week/day of the month/proximity to a calendar event which is user defined (see at least col.5, lines 21-30. In the field of traveling, utilizing time as a factor in determining the goods or service to be offered is very well known, such as when purchasing vacation packages/airline tickets/hotel bookings, restaurants bookings.

Regarding claim 195, Lynch/Joseph/Walker discloses offering the item in real time during the primary transaction (see Lynch at least col.4, lines 25-65, FIG.1 and FIG.2 which disclose a computer based system 24 implementing the automated travel planning system via local or wide area networks which let users interact online with the system in real time).

Regarding claims 200 and 201, their limitations are already covered in claim 172 while analyzing the limitations, "utilizing at least in part the primary transaction data....".

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Regarding claim 202, its limitations are already covered in claim 172 while utilizing the limitation, " ... utilizing the identity of the prospective customer to obtain at least a second data element relating to the user". Lynch's invention considers the user's preferences, such as type of airline, hotels, airplane seats and they correspond to the quality of goods/services.

Regarding claims 208-211, Lynch/Joseph/Walker as applied to claim 172 teaches a method for providing offers of an item constituting a good or a service to prospective customers utilizing an electronic device as disclosed and analyzed above. Lynch/Joseph/Walker further disclose that the prospective customer registers to use the system/preregisters with the system prior to use/ wherein the registration includes input of information by the prospective customer/wherein the prospective customer inputs information in response to questions (see at least Lynch, col.1, lines 61-col.2, line 15, col.3, lines 38-47).

Regarding claims 212, 213, and 214, Lynch/Joseph/Walker further discloses at least one negative rule when the at least one item for prospective upsell to the prospective customer is determined and the negative rule includes not offering for up sell an item determined to already be possessed/purchased by the prospective customer (see at least Lynch col. 3, line 63-col.4, line 13 which discloses that while generating a response to the customer's travel information request the system also determines that the recommended plan is consistent and conform to the business entity portfolio information. Also see Walker, col2, lines 56-67, "....to offer and sell products complementary to previously-purchased products to the account holder....offered product be related to previous purchases....", col.3, lines 4-19, "....for example, an account holder may buy a television,it is more convenient for the account holder to accept an offer.....for a warranty...", col.5, lines 8-20, "....Many types of upsells may be offered....for example, a warranty on a television.....".

Note: Offering products different from previously purchased products like warranty for previously

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purchased television corresponds to the negative rule not including an offering already possessed or previously purchased.).

Regarding claim 219, Lynch/Joseph/Walker as applied to claim 172 further discloses that the electronic communications device is a computer (see at least Lynch, FIG.1, FIG.2, " 34", and col.4, lines 25-65).

4.2 Claims 184-188 are rejected under 35 U.S.C. 103(a) as being obvious over Lynch/Joseph/Walker as applied to claim 172 in view of Official Notice.

Regarding claims 184-188, Lynch/Joseph/Walker as applied to claim 172 teaches a method for providing offers of an item constituting a good or a service to prospective customers utilizing an electronic device as disclosed and analyzed above. Lynch/Joseph/Walker does not disclose that the primary purpose of the primary transaction is an inventory check/ a status inquiry an order fulfillment inquiry/ a comparison shopping inquiry/ and a credit check. Official Notice is taken of both the old and well known concepts and benefits of seeking an inventory check/ a status inquiry /an order fulfillment inquiry/ a comparison shopping inquiry/ and a credit check for the obvious reason of knowing if the goods or services are available, if the pending order is competed or when it will be delivered, to get the best available, and to know how if the goods can be purchased by using the credit cards. In view of the Official Notice it would be obvious to a person of an ordinary skill in the art at the time of the invention to have modified Lynch/Joseph/Walker to include the old and well-known features of seeking an inventory check, i.e. an availability check/ a status inquiry /an order fulfillment inquiry/ a comparison shopping inquiry/ and a credit check for the obvious reason of knowing if the goods or services are

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available, if the pending order is implemented or when it will be delivered, to get the best available, and to know how if the goods can be purchased by using the credit cards.

4.3. Claims 196-199 are rejected under 35 U.S.C. 103(a) as being unpatentable over Lynch/Joseph/Walker in view of Pocock (US Pub. 2002/0023272 A1).

Regarding claims 196-199, Lynch/Joseph/Walker as applied to claim 172 teaches a method for providing offers of an item constituting a good or a service to prospective customers utilizing an electronic device as disclosed and analyzed above. Lynch/Joseph/Walker does not disclose using geographic identifier data of the user to offer a good or service wherein the geographic identifier is provided automatically/by a carrier associated with the electronic communication device and the geographical identifier data is entered by the user. However, in the same field of electronic commerce, Pocock teaches using geographic identifier data of the user to offer a good or service wherein the geographic identifier is provided automatically/by a carrier associated with the electronic communication device and the geographical identifier data is entered by the user (see at least paragraphs 0014 and 0016 on page 2. Pocock discloses here that the geographical identifier data of the user is provided automatically from the area code of the telephone number entered by the user or supplied by the telephone company's [ANI]...to enable the programmed data processor to select the programmed schedule and the related information about the song which is to be offered and purchased by the customer.). In view of Pocock it would be obvious to a person of an ordinary skill in the art at the time of the invention to modify Lynch/Joseph/Walker as applied to claim 172 to include the feature of using geographic identifier data of the user to offer a good or service wherein the geographic identifier is provided automatically/by a carrier associated with the electronic communication device and the geographical identifier data is entered by the user because it will help to identify the location

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of the user and using that information to provide discounted coupons and upsells for those goods and services which are available in the user's close vicinity.

4.4 Claims 203-207 are rejected under 35 U.S.C. 103(a) as being unpatentable over Lynch/Joseph/Walker and further in view of Kenney (US Patent 6,381,583).

Regarding claims 203-207, Lynch/Joseph/Walker as applied to claim 172 teaches a method for providing offers of an item constituting a good or a service to prospective customers utilizing an electronic device as disclosed and analyzed above. Lynch/Joseph/Walker as applied to claim 172 does not disclose that the offer is made orally/visually/visual offer includes a virtual reality display/visual offer is static or dynamic. However, Kenney teaches that the offer is made orally (see Kenney col.3, lines 5-9, "...advertisement including audio information", and col.10, lines 24-28, ".audible information can also be provided...", /visually/visual offer includes a virtual reality display/visual offer is static or dynamic (see at least col.6, line 60-col.29, "... display means 12 causes the displayed video image to change at the shopper's command to correspond to what the shopper would seeallow the shopper to interact with the display of one aisle of the grocery store 2...."). In view of Kenney it would be obvious to a person of an ordinary skill in the art at the time of the applicant's invention to modify Lynch/Joseph/Walker as applied to claim 172 to incorporate the features of Kenney that the offer is made orally/visually/visual offer includes a virtual reality display/visual offer is static or dynamic as explained above for the obvious reason of letting the customer have the feeling of shopping as face to face, examine the individual offered items and make a selection, as explicitly stated in Kenney (see at least col.1, lines 30-48) and thereby making the user's shopping experience fast and convenient and at the same time enabling the merchants to increase sales, and profits economically and efficiently.

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4.5. Claim 215 is rejected under 35 U.S.C. 103(a) as being unpatentable over Lynch/Joseph/Walker as applied to claim 212 and further in view of Bernard et al. (US Patent 5,918, 213), hereinafter, referred to as Bernard.

Regarding claim 215, Lynch/Joseph/Walker as applied to claim 212 teaches a method for providing offers of an item constituting a good or a service to prospective customers utilizing an electronic device and using at least one negative rule when the at least one item for prospective upsell to the prospective customer is determined as disclosed and analyzed above. Lynch/Joseph/Walker does not disclose that the negative rule includes not offering an item determined to have been previously offered to the prospective customer but declined. However, in the same filed of electronic commerce, Bernard teaches that the negative rule includes not offering an item determined to have been previously offered to the prospective customer but declined (see at least claim 1, col. 61, line 48-col.62, line 11, ".... means for determining an abusive status of the customer...... means for defining a predetermined abusive user status time limit......wherein said limiting usage includes disconnecting the abusive customer from the product system after said customer has been connected to said product system for said abusive user status time limit....". Note: Disconnecting the user who does not purchase when he is offered items to purchase corresponds to applying negative rule of not offering an item to a user who has previously declined to purchase the items.). In view of Bernard, it would have been obvious to a person of an ordinary skill in the art at the time of the invention to modify Lynch/Joseph/Walker as applied to claim 212 to incorporate the feature of applying negative rule of not offering an item to a user who has previously declined to purchase the items because to avoid wasting the resources in attempting to sell products to a user who is not interested in them.

4.6. Claims 216-217 are rejected under 35 U.S.C. 103(a) as being unpatentable over Lynch/Joseph/Walker as applied to claim 172 and further in view of Tagawa (5,732,398)

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Regarding claims 216-217, Lynch/Joseph/Walker as applied to claim 172 teaches a method for providing offers of an item constituting a good or a service to prospective customers utilizing an electronic device as disclosed and analyzed above. Lynch/Joseph/Walker does not disclose that the prospective customer interacting with a live operator, and that the electronic device is a telephone. However, in the same field of providing travel related products/services, Tagawa discloses that a prospective customer can interact with a live operator, and that the electronic device is a telephone (see col.2, lines 1-5, col.8, lines 43-47 and FIG.1, " 34"...."). In view of Tagawa, it would have been obvious to a person of an ordinary skill in the art at the time of the invention to modify Lynch/Joseph/Walker as applied to claim 172 to incorporate the feature of a prospective customer interacting with a live operator, and that the electronic device is a telephone because talking to a live operator over telephone can resolve issues, such as rectifying errors made while using automated computer system, t refunds or any other complex issues not resolved by the automated system.

4.7. Claim 218 is rejected under 35 U.S.C. 103(a) as being obvious over

Lynch/Joseph/Walker as applied to claim 172 and further in view of Gerszberg et al. (US Patent 5, 970,473), hereinafter, referred to as Gerszberg.

Regarding claim 218, Lynch/Joseph/Walker as applied to claim 172 teaches a method for providing offers of an item constituting a good or a service to prospective customers utilizing an electronic device as disclosed and analyzed above. Lynch/Joseph/Walker does not disclose that the electronic device is a videophone. However, in the same field of electronic commerce, Gerszberg discloses using videophone providing an interface for purchasing goods and services online (see at least col.1, lines 5-8, FIG.1 "130-Videophone", col.4, lines 20-25, "...digital phone 18 and/or videophone 130.."). In view of Gerszberg, it would be obvious to a person of an ordinary

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skill in the art at the time of the invention to modify Lynch/Joseph/Walker as applied to claim 172 to incorporate the feature of Gerszberg to use videophone to communicate with the shopping facility for the obvious reason of enabling the user to view the person with whom he is speaking as explicitly disclosed in Gerszberg (see at least col.6, lines 44-60).

Conclusion

5. Any inquiry concerning this communication or earlier communications from the examiner should be directed to Yogesh C Garg whose telephone number is 703-306-0252. The examiner can normally be reached on M-F(8:30-4:00).

If attempts to reach the examiner by telephone are unsuccessful, the examiner's supervisor, Vincent A Millin can be reached on 703-308-1065. The fax phone number for the organization where this application or proceeding is assigned is 703-872-9306.

Information regarding the status of an application may be obtained from the Patent Application Information Retrieval (PAIR) system. Status information for published applications may be obtained from either Private PAIR or Public PAIR. Status information for unpublished applications is available through Private PAIR only. For more information about the PAIR system, see http://pair-direct.uspto.gov. Should you have questions on access to the Private PAIR system, contact the Electronic Business Center (EBC) at 866-217-9197 (toll-free).

Yogesh C Garg Primary Examiner Art Unit 3625

YCG August 22, 2004